

Message Text

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AMCONSUL KADUNA

AMCONSUL IBADAN

UNCLAS LAGOS 07427

PASS TO MEPD AND SIPS

E. O. 11652: NA

TAGS: ENRG, BENC, NI

SUBJ: NEPA CHIEF ASKS WHERE ARE AMERICAN COMPANIES?

REF : LAGOS 6586

1. DURING CALL BY EMBOFF, Y.A. DIKKO, GENERAL MANAGER (GM) NATIONAL ELECTRIC POWER AUTHORITY (NEPA) MENTIONED SEVERAL UP-COMING COMMERCIAL OPPORTUNITIES AND SPECULATED ABOUT U.S. LACK OF INTEREST. PURPOSE OF MEETING WAS TO ASCERTAIN INTEREST IN UP-COMING U.S. ELECTRIC POWER CONFERENCES.

2. DURING YEAR, NEPA MUST AWARD CONTRACTS FOR 330 KILOVOLT (KV) TRANSMISSION LINES WHICH TOTAL 1,300 KILOMETERS (KM). AMONG OTHERS, THEY INCLUDE, DOUBLE CIRCUIT BENIN-ABA-PORT HARCOURT, DOUBLE CIRCUIT BENIN-AJEOKUTA, THIRD CIRCUIT JEBBA-LAGOS, SINGLE CIRCUITS ENUGU-MAKURDI AND GOMBI-MAIDUGRI. GM MENTIONED THAT NEPA WOULD COMMISSION LARGE NUMBER OF 132 KV LINES IN QUOTE BITS AND PIECES UNQUOTE. ALL PROJECTS INCLUDE ASSOCIATED SWITCHING STATIONS AND POWER TRANSFORMERS.

3. DIKKO DESCRIBED NEPA EXPANSION OVER NEXT TEN YEARS

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(DETAILED IN AIRGRAM TO FOLLOW) AS QUOTE RUNNING JUST TO STAY IN PLACE UNQUOTE. HE SAID EXPANSION TO DATE HAS LEFT EUROPEAN COMPANIES QUOTE SATURATED WITH WORK UNQUOTE. HE ASKED WHY ONLY TWO U.S. FIRMS (G.E., WESTINGHOUSE) SEEMED INTERESTED IN DOING BUSINESS IN NIGERIA'S ELECTRIC POWER SECTOR. EMBOFF REMINDED GM THAT UNITED TECHNOLOGIES AND CHARLES T. MAIN ALSO OPERATED SUCCESSFULLY IN NIGERIA.

4. COMMENT: EMBASSY JUDGES GM CONCERN, MENTIONED PARA 3, TO BE SINCERE. THOUGH MORE U.S. FIRMS BIDDING THEN MENTIONED BY GM OR EMBOFF, USUAL WINNERS ARE HANDFUL OF EUROPEAN FIRMS, BROWN BOVERI, BICC, ETC. APPARENTLY U.S. FIRMS WILL BE GIVEN MORE SYMPATHIC CONSIDERATION ON FUTURE BIDS.
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Message Attributes

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Disposition Case Number: n/a
Disposition Comment:
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